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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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COMMERCIAL HEAT TREATERS IMPROVE SALES 0.7% OVER MAY 1989

May 1990 billings for the Metal Treating Industry reached $52.4 million, slightly above the May 1989 figure of $52.1 million. May 1990 sales also exceeded April 1990 by 4.4%.

For the year-to-date, Metal Treaters have posted $250.8 million in billings. This is 1.6% under 1989's total for this period of $254.8 million.

Five MTI districts outperformed May 1989 and four districts are above their January-May 1989 sales.

A summary of percentage change by geographic regions follows:

	District	May 90 vs. May 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 4.2	- 7.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.0	- 3.2
3	South Central (W.PA-OH-IN-KY)	5.2	1.6
4	Michigan	- 2.9	-10.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-13.1	-10.5
6	North Central (IL-WI-MN-MO-IA)	1.2	0.6
7	Pacific Coast (CA-AZ-ORE-WASH)	0.9	9.4
8	Southwest (TX-OK-AR-CO-LA-UT)	18.3	14.7
9	Canada	- 4.6	-13.6

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
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ANALYSIS OF NATIONAL BILLINGS

MAY, 1990

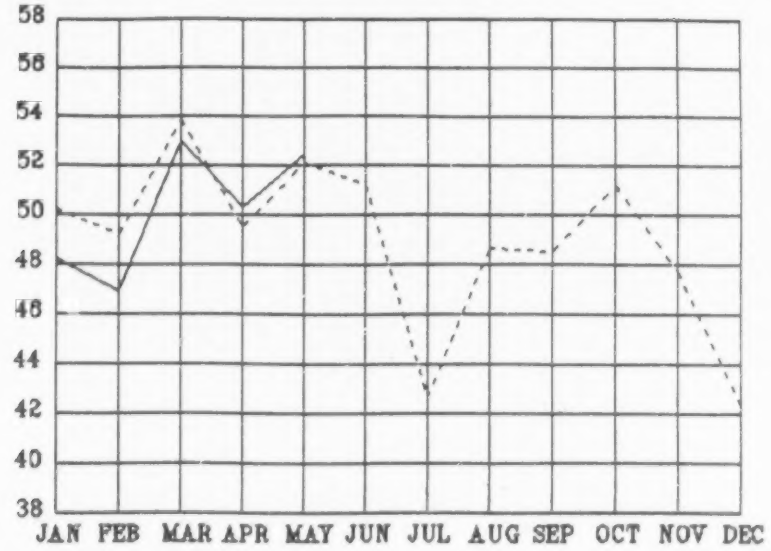
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	221	52051.7	52421.5	0.7	100.0	100.0
Dist. 1	16	3299.3	3160.2	- 4.2	6.3	6.0
Dist. 2	27	5010.1	5112.7	2.0	9.6	9.8
Dist. 3	42	9597.5	10096.3	5.2	18.4	19.3
Dist. 4	26	7230.7	7024.2	- 2.9	13.9	13.4
Dist. 5	17	2900.9	2522.2	-13.1	5.6	4.8
Dist. 6	33	9612.0	9727.0	1.2	18.5	18.6
Dist. 7	27	6949.8	7009.9	0.9	13.4	13.4
Dist. 8	18	2890.8	3419.5	18.3	5.6	6.5
Dist. 9	15	4560.6	4349.4	- 4.6	8.8	8.3
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	254843.7	250785.3	- 1.6	100.0	100.0
Dist. 1	16308.6	15130.1	- 7.2	6.4	6.0
Dist. 2	24532.0	23743.0	- 3.2	9.6	9.5
Dist. 3	47257.6	47998.0	1.6	18.5	19.1
Dist. 4	35961.5	32323.6	-10.1	14.1	12.9
Dist. 5	14147.2	12661.0	-10.5	5.6	5.0
Dist. 6	46758.2	47044.7	0.6	18.3	18.8
Dist. 7	32368.6	35426.2	9.4	12.7	14.1
Dist. 8	14300.0	16396.5	14.7	5.6	6.5
Dist. 9	23209.8	20062.0	-13.6	9.1	8.0

MILLIONS NATIONAL BILLINGS

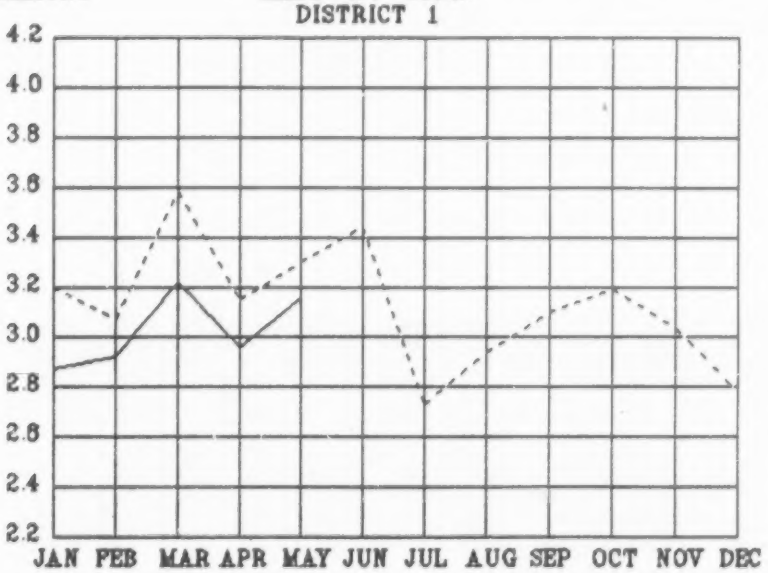


1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.6	1.6	0.7							
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.6							

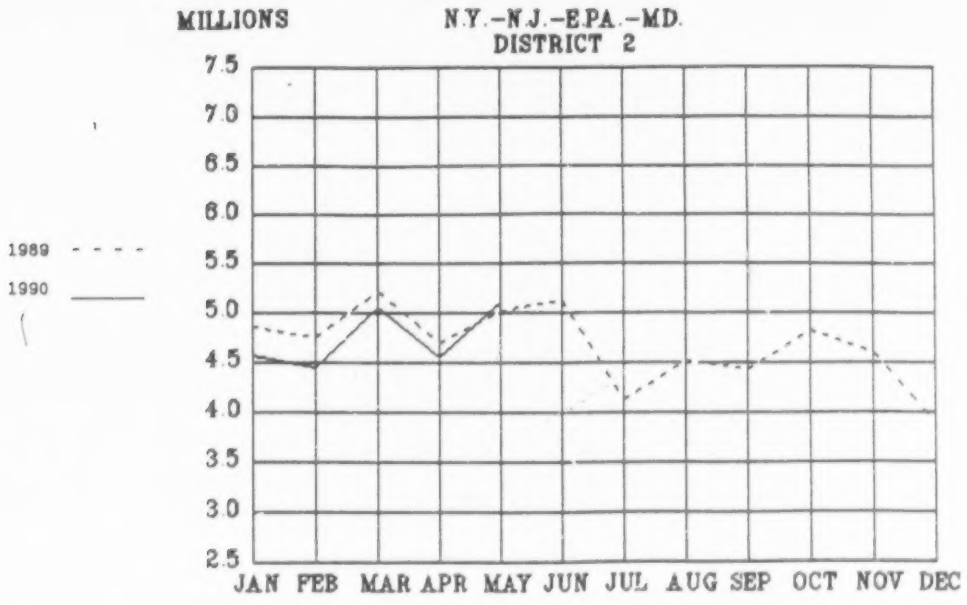
MILLIONS MASS.-R.I.-CONN.
DISTRICT 1



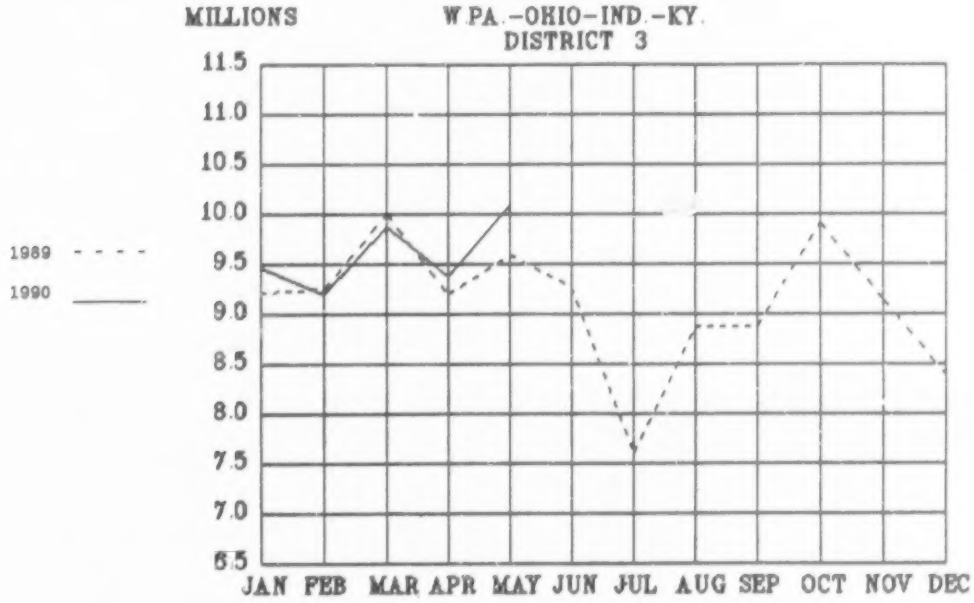
1989 - - - -

1990 ———

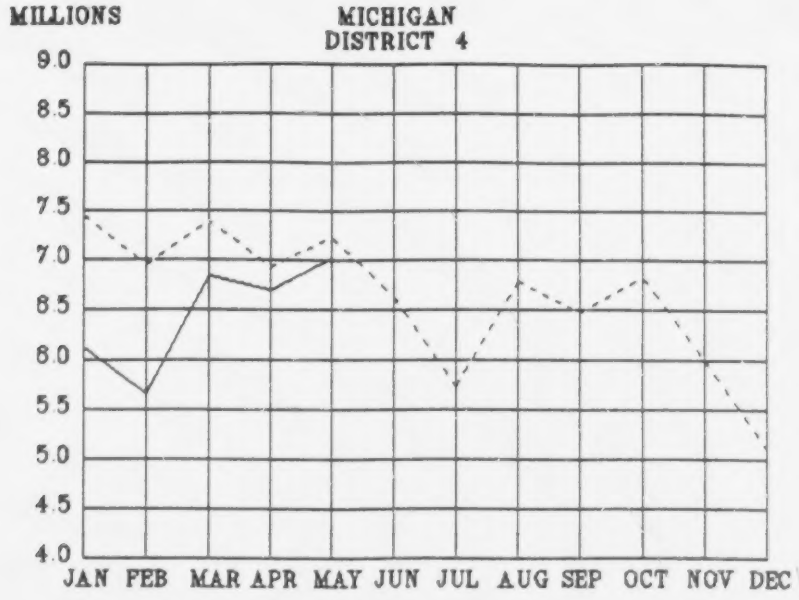
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2							
% Change	Cumulative	-10.5	-7.8	-8.8	-8.0	-7.2							



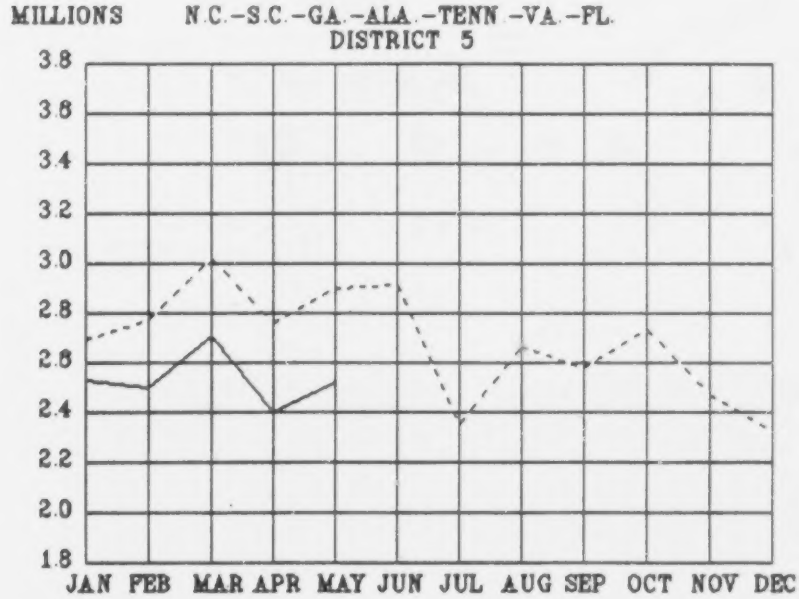
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-6.4	-3.0	-3.1	2.0							
% Change	Cumulative	-5.9	-6.1	-5.0	-4.6	-3.2							



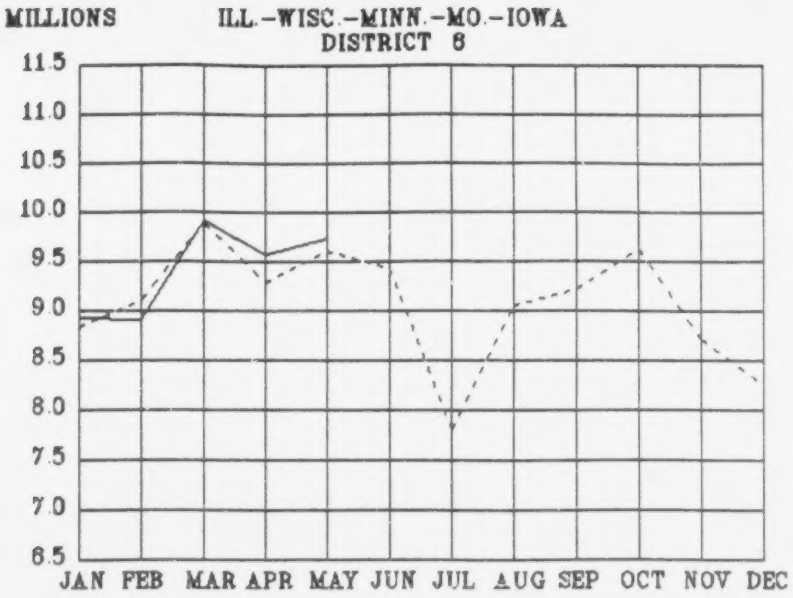
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0	5.2							
% Change	Cumulative	2.7	1.0	0.2	0.6	1.6							



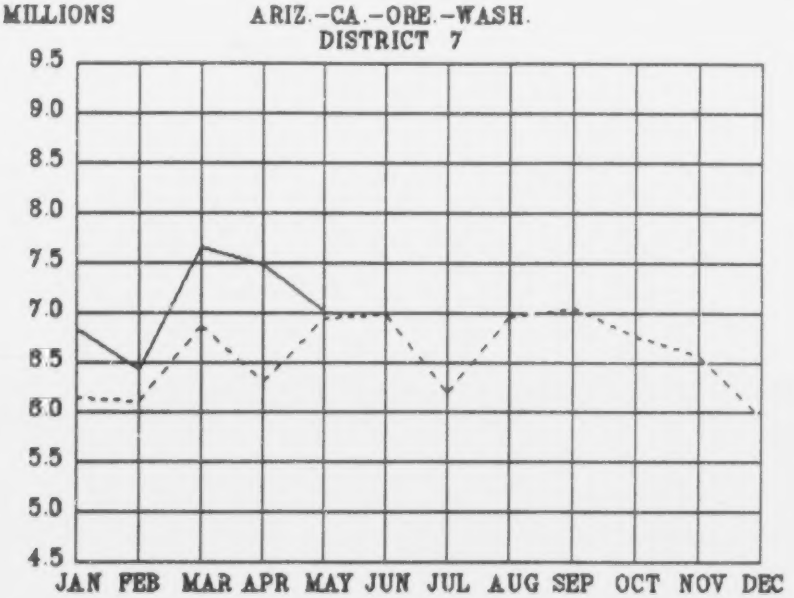
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9							
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-10.0	-10.3	-13.1	-13.1							
% Change	Cumulative	-5.9	- 8.0	- 8.8	9.8	-10.5							



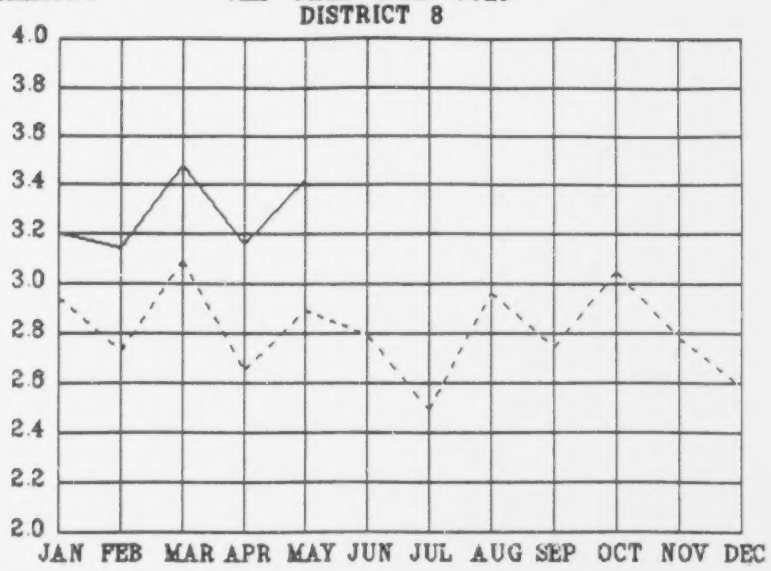
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2							
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.4	5.4	11.5	18.8	0.9							
% Change	Cumulative	11.4	8.4	9.5	11.8	9.4							

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



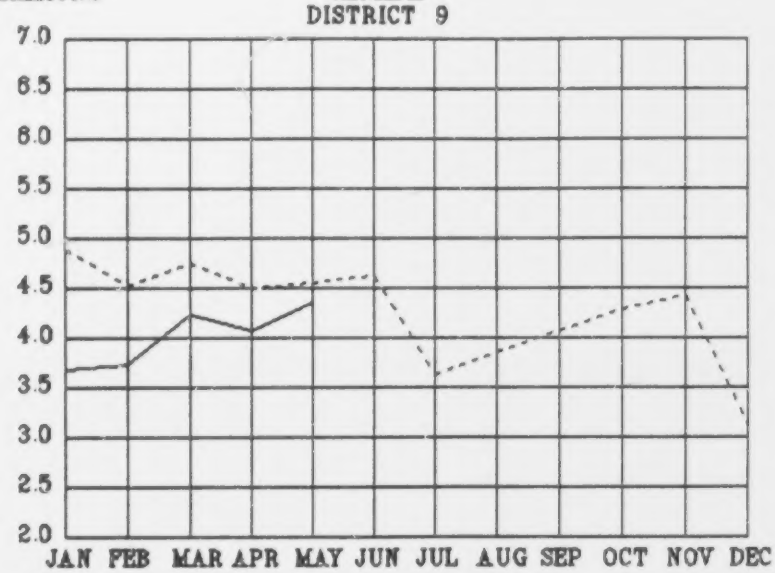
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6	19.2	18.3							
% Change	Cumulative	8.7	11.8	12.1	13.7	14.7							

MILLIONS

CANADA
DISTRICT 9



1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 9.5	- 4.6							
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6							